

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15 NSC-05 SSO-00

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC IMMEDIATE 2370

AMEMBASSY BONN IMMEDIATE

USMISSION USBERLIN

AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: EAIR, WB, US, UK, FR

SUBJECT: CIVAIR: PAA PARIS-BERLIN CHARTERS

REF: PARIS 20923

1. BEGIN SUMMARY: GOF HAS REVIEWED QUESTION OF FALL PAA
PARIS-BERLIN CHARTERS AND WILL NOT APPROVE THEM. END
SUMMARY.

2. MADAME TIMSIT (QUAI CENTRAL EUROPEAN OFFICE) ASKED
US TO CALL ON HER ON AUGUST 21 TO RECEIVE GOF RESPONSE
TO OUR INTERVENTION REPORTED IN REFTEL. SHE SAID THAT
GOF HAD UNDERTAKEN THOROUGH REVIEW OF FALL PAN AM PARIS-BER-
LIN CHARTER QUESTION, INCLUDING POLITICAL ARGUMENTS WE
HAD PRESENTED TO HER. GOF UNDERSTOOD COMPLETELY OUR
POLITICAL POINTS BUT FELT THAT THIS PARTICULAR CASE DID
NOT INVOLVE THE POLITICAL ARGUMENTS WE RAISED. IT WAS A
STRAIGHT QUESTION OF COMMERCIAL CONSIDERATIONS. ELABO-
RATING ON THIS, SHE SAID THAT THE BERLIN TRAVEL AGENCY
WHICH WAS ORGANIZING THE TOURS TO PARIS WAS QUITE
PREPARED TO SEND ITS GROUPS TO PARIS VIA PAN AM

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CHARTER OR VIA REGULAR AIR FRANCE FLIGHTS IF THE PRICES

WERE COMPETITIVE. AIR FRANCE, FOR ITS PART, IS READY TO GIVE A "PREFERENTIAL TARIFF" TO THE TRAVEL AGENCY FOR THESE GROUPS. CONSEQUENTLY, ACCORDING TO TIMSIT, THE PAN AM AND AIR FRANCE PRICES OFFERED TO THE BERLIN TRAVEL AGENCY ARE "VERY CLOSE." SHE ADDED THAT U.S. POLITICAL ARGUMENTS ARE NOT APPLICABLE TO THIS PARTICULAR CASE SINCE AIR TRANSIT FOR THESE TRAVELERS IS ASSURED EITHER BY PAN AM CHARTER OR BY AIR FRANCE REGULAR FLIGHTS.

3. IN RESPONSE TO ARGUMENT THAT PAN AM CHARTERS WOULD NOT HAVE SIGNIFICANT IMPACT ON AIR FRANCE LOAD FACTOR, TIMSIT SAID THAT AIR FRANCE ESTIMATED THAT IT WOULD LOSE BETWEEN 20 TO 50 PEOPLE PER AIR FRANCE BERLIN-PARIS FLIGHT IF THESE PAN AM CHARTERS WERE FLOWN. CONSEQUENTLY, GOF BELIEVES THAT AIR FRANCE WOULD SUFFER DIRECT AND SERIOUS LOSS OF TRAFFIC IF PAN AM CHARTERS WERE APPROVED.

4. STRESSING THAT THIS TYPE OF QUESTION SHOULD BE HANDLED ON A "CASE-BY-CASE" BASIS, TIMSIT SAID THAT THE FRENCH ATTITUDE ON THIS PARTICULAR CASE WAS DRIVEN BY THE NEED TO PROTECT THE SCHEDULED SERVICE OF AIR FRANCE BETWEEN BERLIN AND PARIS. IT DOES NOT MEAN THAT THE GOF WILL ADOPT A "RESERVED POSITION" ON THE GENERAL QUESTION OF CHARTER FLIGHTS BETWEEN BERLIN AND OTHER POINTS IN FRANCE. FOR EXAMPLE, SHE SAID THAT THE FRENCH HAD AUTHORIZED 24 CHARTER FLIGHTS BY AERO AMERICA IN 1975 BETWEEN BERLIN AND BASTIA (IN CORSICA). SHE ADDED THAT THE GOF ALSO HAD APPROVED EARLIER CHARTERS BY AMERICAN CARRIERS BETWEEN BERLIN AND POINTS IN FRANCE.

5. TIMSIT SAID THAT THE FRENCH EMBASSY IN BONN WILL TAKE A SIMILAR LINE IN DEALING WITH THE CIVIL AVIATION ATTACHE AT THE AMERICAN EMBASSY IN BONN.

6. COMMENT: FRENCH POSITION PRESENTED ABOVE WAS TAKEN AT POLICY LEVEL IN GOF. CONSEQUENTLY, WE THINK IT MOST UNLIKELY THAT FURTHER EFFORTS TO CHANGE FRENCH NEGATIVE DECISION WOULD BE SUCCESSFUL, IN THE ABSENCE OF NEW AND PERSUASIVE ARGUMENTS.

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GAMMON

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